

UNITED  
STATES

(MICHIGAN AND INDIANA)

A Guide  
*for Canadian Exporters*



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External Affairs  
Canada

Affaires extérieures  
Canada



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# UNITED STATES (MICHIGAN AND INDIANA)

## *A Guide for Canadian Exporters*

### TRADE OFFICE RESPONSIBLE:

Commercial Division  
Canadian Consulate General  
1920 First Federal Building  
1001 Woodward Avenue  
Detroit, MI 48226-1966

Tel: (313) 965-2811

Telex: 23-0715 (DOMCAN DET)

### TOTAL TRADE TERRITORY:

States of Michigan and Indiana,  
and Toledo, Ohio

### Department of External Affairs

U.S. Trade and Investment Development Bureau (UTD)  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2



External Affairs  
Canada

Affaires extérieures  
Canada

January 1985



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# I. GENERAL

## Area and Population

The trade territory covered by the Canadian Consulate General in Detroit includes the State of Michigan 147,687 km<sup>2</sup> (57,022 sq. mi.), Metropolitan Toledo, Ohio and the State of Indiana 93,994 km<sup>2</sup> (36,291 sq. mi.) with the exception of the five northwestern Indiana counties. The 1980 population estimates are:

|                     |            |
|---------------------|------------|
| Michigan            | 9,262,078  |
| Indiana             | 5,490,224  |
| Metropolitan Toledo | 791,137    |
|                     | 15,543,439 |

## Population of Principal Metropolitan Areas (Estimate 1980)

|           |                           |           |
|-----------|---------------------------|-----------|
| MICHIGAN: | Detroit                   | 4,353,413 |
|           | Grand Rapids              | 601,680   |
|           | Flint                     | 521,581   |
|           | Lansing (Capital)         |           |
|           | — East Lansing            | 471,565   |
|           | Ann Arbor                 | 264,748   |
|           | Saginaw                   | 228,059   |
| INDIANA:  | Indianapolis<br>(Capital) | 1,166,575 |
|           | Fort Wayne                | 382,961   |
|           | South Bend                | 280,772   |
|           | Evansville                | 309,408   |

## Climate

The climate is typical of the northern United States — varied and changeable with moderately heavy snowfalls in winter and some days of great heat and humidity, with thunderstorms, in summer. In Detroit wide seasonal swings are tempered by proximity to the Great Lakes.

## Local Time

Michigan and Toledo, Ohio — Eastern Standard and Daylight Saving Time (as in Ontario and Quebec).

Indiana — Maintains Eastern Standard Time year round.

## Weights and Measures: Electricity

United States measures that differ from those used in Canada are:

|                   |                  |                   |
|-------------------|------------------|-------------------|
| 1. U.S. pint      | 16 fluid ounces  | 473.1 millilitres |
| 1 U.S. quart      | 32 fluid ounces  | 946.2 millilitres |
| 1 U.S. gallon     | 128 fluid ounces | 3.8 litres        |
| 1 Imperial gallon | 1.2 U.S. gallons | 4.5 litres        |

Electricity for domestic use is supplied at 115 volts, 60 cycles AC.

## U.S. Federal Public Legal Holidays\*

New Year's Day — January 1

Martin Luther King's Birthday — January 15

Washington's Birthday — February, third Monday

Memorial Day — May, last Monday

Independence Day — July 4

Labor Day — September, first Monday

Columbus Day — October, second Monday

Veterans Day — November 11

Thanksgiving Day — November, fourth Thursday

Christmas Day — December 25

\* You should check with the Canadian Consulate General regarding any local public holidays, in addition to federal public holidays, that might affect your visit plans.

The Canadian Consulate General itself observes a total of 11 statutory holidays made up of a selection of some of each of the main American and Canadian holidays.

## Historical Background

### Michigan

Detroit was founded in 1701 by Antoine de la Mothe Cadillac as a fur trade post strategically located on the Great Lakes water route. In 1760 it was occupied by the British and held until 1796, the last significant place in the United States occupied by Britain. Michigan was admitted as a state in 1837.

## **Indiana**

The first recorded European visitor to this state was French explorer, Robert Cavelier de la Salle, who established numerous trading posts. England won control of the territory in 1763 following the French and Indian war and left in 1779. Indiana was admitted as a state to the Union in 1816.

## *II. ECONOMY AND INDUSTRY*

### **Industry**

#### **Michigan**

The state ranks 7th in the nation in terms of value-added by manufacture with a total of \$36.8 billion in 1980. Estimated total personal income in 1982 was \$100 billion. Michigan's prime economic attractions are technologically advanced industries and its work force.

Given Michigan's status as headquarters for the American automobile industry, it is not surprising that transportation equipment accounts for about 40 per cent of its total manufacturing activity. Other major manufacturing sectors are machine tools, foundry products, metal stampings, drugs and chemicals. Along with such diversified manufacturing activity has developed one of Michigan's prime resources, its pool of technological skills.

The Detroit area represents roughly half the State of Michigan in population and production. It is a major banking centre and its port has the second highest level of collections of all U.S. customs districts.

#### **Indiana**

In 1980, Indiana ranked 9th in value-added by manufacture at \$26.9 billion. Total personal income was estimated at \$54.8 billion in 1982. Machinery, particularly electrical and transportation equipment, account for close to one-third of total manufacturing. Important steel mills are concentrated in the northern region and major electronic firms and vehicle manufacturers are also established in this state. Other major industries include mobile homes and fabricated metal products.

#### **Toledo**

One of the ten largest ports in the United States, Toledo ranks number one among shippers of soft coal. It is conveniently located on Lake Erie, 96 kilometres (60 miles) from Detroit. Its major industries

are auto parts, transportation equipment and plate glass. It is also an important distribution centre for farm produce.

## Agriculture

### **Michigan**

According to figures in the U.S. Statistical Abstract for 1980, Michigan's 63,000 farms produced crops which sold for a total of \$2.5 billion. The state is a leading producer of dry beans, wheat, cherries and apples.

### **Indiana**

Hogs and corn are the two major producers of farm income. The 1980 U.S. Statistical Abstract shows Indiana's 88,000 farms as reporting \$4 billion worth of products sold. The state is the number one producer in the nation of corn for popping. Other major crops are soya beans, winter wheat and burley tobacco.

## Natural Resources

### **Michigan**

Michigan has the most abundant water resource of any state with four Great Lakes plus 11,000 inland lakes and 57,900 kilometres (36,000 miles) of rivers and streams. Mineral production was estimated at \$2.3 billion in 1979. The southern part of the peninsula is connected to the world's largest salt deposit which extends to southern Ontario. Michigan is also an important producer of iron ore, cement, copper and magnesium.

Oil and gas reserves are modest, hydro potential nil. Once bountiful, timber reserves have diminished drastically in the south due to industrial development and are now chiefly concentrated in the northern area of the state.

### **Indiana**

Coal, petroleum and natural gas account for approximately 47 per cent of Indiana's total mineral production. Substantial and significant deposits of sand, gravel, sandstone and clay constitute important natural resources for the state. As well, Indiana leads the nation in the production of building stone, supplying approximately 80 per cent of the building limestone used in the United States.

## Trade With Canada

Basically, Michigan and Indiana use raw materials and components and ship finished products. Natural gas; softwood lumber; wood pulp; newsprint paper; petroleum and coal products; passenger automobiles and chassis; trucks, truck tractors and chassis; motor vehicle engines and parts; motor vehicle parts, except engines represent the largest Canadian exports to these two states. Canadian trade with Indiana is relatively modest compared to that between Canada and Michigan. In 1983 more than 19 per cent (\$17 billion) of Canada's total world exports (\$88.4 billion) were to Michigan. More than half of Michigan's foreign commerce is with Canada.

## Transportation Services

### Rail

There are 10,678 kilometres (6,635 miles) of mainland track in Michigan and six rail ferries across Lake Michigan bypassing Chicago. Indiana has a total of 10,592 kilometres (6,582 miles) of track.

Canadian National Railways and the Canadian Pacific Railway have connecting services with affiliated lines in the two states together with terminal facilities and pool arrangements with other lines.

The names and addresses of the major railroad companies operating in Michigan and Indiana are as follows:

#### Michigan

Canadian National Railways

131 West Lafayette

Detroit, Michigan

Tel: (313) 962-2260

Canadian Pacific Railway Co.

288038 Mile Road

Suite 101

Livonia, Michigan

Tel: (313) 963-7820

Grand Trunk Western Railroad Company

131 West Lafayette Boulevard

Detroit, Michigan

Tel: (313) 962-2260

Norfolk and Western Railway  
18000 Dick  
Melvindale, Michigan

Tel: (313) 496-1342

Chessie System  
One Northland Plaza  
Southfield, Michigan

Tel: (313) 552-5000

Indiana

Chicago South Shore & South Bend  
North Carroll Avenue  
Michigan City, Indiana

Tel: (219) 874-4221

Seaboard Systems Inc.  
1103 East 28th  
Indianapolis, Indiana

Tel: (317) 923-2511

Southern Indiana Railway Inc.  
622 Chamber of Commerce Building  
320 North Meridian Street  
Indianapolis, Indiana

Tel: (317) 634-2515

### Road

Michigan and Indiana have respectively 1,770 and 1,850 kilometres (1,100 and 1,150 miles) of designated interstate freeways. In addition, Michigan maintains 14,800 kilometres (9,200 miles) and Indiana 18,185 kilometres (11,300 miles) of state highways.

Commercial Canadian vehicles operating on United States highways are subject to local regulations which may vary according to state as well as province of vehicle registration. The Michigan Public Service Commission requires commercial plates on all commercial carriers entering Michigan. These can be obtained from Secretary of State offices, scale stations or the Office of Motor Transportation, Lansing, Michigan.

Canadian trucks may purchase Michigan licence plates at costs based on GVW rating. In addition,

the state collects a diesel fuel tax, calculated on the basis of miles driven in the state and flat mile per gallon average. This is recorded voluntarily, but subject to random audit by state authorities.

For detailed information on up-to-date requirements in Michigan, Indiana or Ohio, Canadian commercial vehicle operators should contact:

Driver and Vehicle Services  
Department of State  
764 Krownier Drive  
Lansing, MI 48918

Tel: (517) 322-1460

Registration of Vehicles  
Bureau of Motor Vehicles  
409 State Office Building  
Indianapolis, IN 46204

Tel: (317) 232-2795

Michigan Department of  
State  
Secretary of State Office  
312 Michigan Avenue  
Detroit, MI 48226

Tel: (313) 843-1500

Department of Highway  
Safety  
Bureau of Motor Vehicles  
4300 Kimberley Parkway  
Columbus, OH 43227

Tel: (614) 863-7500

### **Waterways**

Michigan relies more heavily on water transport than most states. The Detroit River is one of the world's busiest waterways and in 1978 the Port of Detroit handled 25 million short tons according to figures from the Corps of Engineers, U.S. Department of the Army. Other Michigan ports are Muskegon, Port Huron, Sault Ste. Marie and Bay City.

Indiana has only a limited waterfront on the shore of Lake Michigan. The Port of Indiana, Burns Waterway Harbor, was completed in 1969 and provides berth for the largest ships engaged in Great Lakes and overseas shipping. Transit from the Port of Indiana to the inland waterways is facilitated by barges operating on the Ohio and Mississippi Rivers.

Toledo is a major port specializing in the loading of bulk commodities.

### **Airways**

Major airline companies such as American, Delta, Trans World, United, North West, Pan Am Republic and Eastern service the larger cities located in Michigan and Indiana together with the City of Toledo. They operate from Detroit's Metro Airport. Wright Airlines is the only airline using Detroit City Airport.

Air Canada has excellent daily connections from nearby Windsor, Ontario to a number of Canadian centres. South West Air has daily connections from Windsor to Hamilton only, and Voyageur flies only to Toronto Island.

### *III. SELLING TO THE DETROIT TERRITORY*

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#### **Export Opportunities**

Despite already substantial sales of Canadian goods, tremendous potential exists for new Canadian exporters and new Canadian products. Buyers are interested in almost any item that can compete in quality, distinctiveness and laid-down price. Many existing U.S. supply sources are more distant than potentially competitive Canadian ones offering Canadian industry a possible advantage. The post territory displays consumption patterns similar to Canada and incomes are relatively strong. As well, the area's proximity to Canada and wide-ranging industrial activity make it a logical market for Canadian exporters.

There are 22 companies listed in "Fortune Magazine's Directory of the 500 Largest U.S. Industrial Corporations" that have headquarters in the Detroit Standard Metropolitan Statistical Area. Twenty companies with headquarters in Detroit have annual sales of \$100 million or more. Fifty-eight firms in the Detroit area employ 1,000 or more people.

Because the Detroit area is considered the automotive centre of the world, many other industries in the state are overlooked. Companies in Michigan are engaged in the manufacture of aerospace components, baby food, industrial chemicals, pharmaceuticals, industrial ovens, computers, business machines, an extensive variety of machine tools including those of the most sophisticated type, bathroom fixtures, plumbing hardware and furniture.

Though the auto industry suffered a severe sales downturn in 1980, prospects for selling to the industry remain good. This is due to the large amounts of capital being committed by the auto firms to meet the demand for down-sized, fuel-efficient automobiles. General Motors alone is committing \$40 billion for plant, machinery and retooling by 1984. Purchases throughout the industry will include machinery, quality control equipment, process control equipment, robot-controlled assembly lines and a vast array of high volume components.

The housing construction industry has been in a slump since late 1979. The States of Michigan and Indiana have suffered proportionately with the rest of the country, but the home improvement market is still strong. The Energy Tax Credit has helped sustain the demand for replacement windows, fireplace doors, insulation and other energy-saving items and devices.

Canadian companies can also look for opportunities in an expanding market for contract office furniture and office systems.

## Defence Products

Access to the U.S. defence equipment market is facilitated by the Canada/U.S. Defense Development and Defense Production Sharing Arrangements under the terms of which Canadian-made defence equipment can be imported into the U.S. free of duty and without the application of Buy America restrictions. Local buyers, therefore, evaluate Canadian firms on the same price/quality/delivery formula applied to their U.S. suppliers.

Information on marketing to the U.S. Department of Defense, to U.S. defence contractors and on the Canada/United States Defense Sharing Arrangements can be obtained from:

Defence Programs Bureau (TDD)  
Department of External Affairs  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2

Headquarters of the U.S. Army Tank Automotive Command lies within the area of responsibility of the Detroit trade office and provides opportunities for suppliers of vehicle systems and for aftermarket auto components (i.e. components for trucks, trailers and off-highway equipment). It should be noted that many of the American companies supplying vehicles and components to the heavy auto sector are also suppliers to the military part of that market. There are also some opportunities for research and development related to military vehicle programs.

The Detroit Consulate General, Commercial Division, maintains an office at Headquarters, U.S. Army Tank Automotive Command in order to assist Canadian

exporters to penetrate this market. The address of this office is:

Canadian Defence Production Liaison Office  
U.S. Army Tank Automotive Command  
CDDPL-DT  
Building 231, Room 120  
Warren, MI 48090  
Tel: (313) 574-5233

It should be noted that the Canadian Commercial Corporation (CCC) receives bid packages from the procuring military agencies and thus suppliers should establish contact with the CCC to obtain information on such opportunities. Suppliers can receive bid packages directly from the agencies if they have registered with them. The responses to direct solicitations however must normally be submitted through the CCC.

## The Canadian Image

Canadian suppliers can take advantage of the fact that many U.S. firms do not regard Canadian products as "foreign", and consequently buy and invoice them through domestic purchasing departments. Proximity to the market, coupled with personal and corporate connections, can help Canadian firms attain competitive transportation costs and delivery times. Such factors can also tend to make U.S. buyers receptive to the idea of purchasing from Canada on the same basis as from domestic U.S. sources. Nonetheless, Canadian exporters should expend full marketing efforts to establish acceptance of their products on the basis of design and quality.

Before selling to the United States, Canadian companies should be prepared to:

- (1) Pursue business on a continuing basis;
- (2) Make the first impression a positive one, to a degree they might not consider important in Canada;
- (3) Quote, deliver and follow up aggressively in competition with U.S. suppliers.

## The Initial Approach

The best introduction to the market is by a personal visit. A representative or distributor may be appointed later but large volume buyers usually want to meet their prospective suppliers personally.

Appointments often are necessary with individual buyers and, as a matter of good form, it is usually advisable to start with the director of purchasing or his equivalent and through him meet the proper buyers. Advance notification in this case is also suggested.

A complete presentation on the first call is most important. This should include literature, specifications, samples if possible and all the price, delivery and quality-control information a buyer needs to evaluate your capabilities against his current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression is made if a résumé, including the following, can be supplied at the time of the first visit:

- vendor's name, address and telephone number
- name, address and telephone of local representative if applicable
- date established
- size of plant
- number of employees
- principal products
- location of plant
- description of production facilities and procedures
- description of quality-control facilities and procedures
- transportation facilities
- approximate yearly sales volumes
- list of representative customers
- financial and credit rating.

However, before visiting this territory we suggest that you write to the Canadian Consulate General, Commercial Division, 1920 First Federal Building, 1001 Woodward Avenue, Detroit, MI 48226-1966, to obtain some preliminary information on opportunities existing there. Your letter should contain the following information:

- (1) A summary of your past experience in this market territory
- (2) The channel of distribution you wish to pursue

- (3) Prices, in U.S. dollars, f.o.b. factory but particularly c.i.f. Detroit or an American port of entry.
- (4) Delivery time scheduling from date of receipt of order
- (5) Warranty offered
- (6) Rate of commission to manufacturer's representative or percentage discount structure for a distributor.

## Reciprocal Visits

Many buying organizations check out new suppliers' facilities personally before placing continuing business. If they don't come as a matter of course, it is good sales strategy to invite them anyway.

## Following Up the Initial Call

U.S. buyers, particularly in the motor vehicle field, expect to be called upon more frequently than their Canadian counterparts. This may be as often as every two weeks at some periods of the buying year. Most Canadian firms lack the sales force to accomplish this; however the problem can be solved by appointing a manufacturers' representative or selling through brokers, jobbers or distributors as the situation warrants.

## Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry, and on an f.o.b. Canadian plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should be comparable in format to quotations from United States sources. Buyers cannot be expected to understand or be sympathetic with customs duties or other matters peculiar to international transactions. This is solely the responsibility of the Canadian exporter and a "cost" of international business.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. This is because U.S. buyers must often work to tighter

purchasing deadlines and target prices. Thus they may have to accept the first bid as final.

## The Manufacturers' Representative

The commission agent or salesman is more commonly used as a sales channel in the United States than in Canada, and in the Detroit area this is especially true in the automotive industry. The better "reps" are highly qualified by education, training and experience. They know their customers and call regularly — not only on the buying level, but on engineering, design and quality control levels as well; thus they work in advance of model year buys and follow up on use of their principal's product.

Potential advantages of the "rep" include economy, closer contact with buyers — sometimes social — and nearness to the scene of possible problems. The Detroit office maintains information on the majority of manufacturers' representatives operating in Michigan, Indiana and Toledo, Ohio and can make suitable suggestions for Canadian manufacturers.

## Delivery

Delivery must be exactly to customers' specifications and these are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days and could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of not being asked to quote again.

## *IV. SERVICES FOR EXPORTERS*

### **Banking**

There are no Canadian banks with representatives in Michigan, Indiana or Metropolitan Toledo, Ohio, but the branches of Canadian banks in Windsor, Ontario are in constant contact with their counterparts on the American side of the border. In addition, the international divisions of the Canadian banks in Montreal and Toronto can assist exporters. Please refer to "Useful Addresses" (page 39) for a listing of prominent banks and customs brokers serving this market territory. National Bank of Detroit has three branches in Canada, two in Windsor and the other in Toronto.

### **Patents, Trademarks and Copyrights**

#### **General**

An information booklet entitled "General Information Concerning Patents" is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302.

#### **Patents**

All business with the Patent Office should be transacted in writing and all letters addressed to the Commissioner of Patents, Washington, DC 20231.

U.S. patent laws make no discrimination with respect to the citizenship of the inventor. However, it is the inventor who must make application for patent and sign related papers (with certain exceptions).

Most inventors employ the services of patent attorneys or patent agents. The Patent Office cannot recommend any particular attorney or agent but does publish a list of all registered patent attorneys and agents who are willing to accept new clients and lists them by states, cities and foreign countries.

#### **Trademarks**

A trademark relates to the name or symbol used in trade to indicate the source or origin of goods.

Trademark rights will prevent others from using the same trademark on identical goods but do not prevent others from making these goods without the trademark.

The procedure relating to the registration of trademarks and some general information on trademarks is described in a pamphlet called "General Information Concerning Trademarks" which can be obtained from the Patent Office.

### **Copyright**

Copyright protects the writings of an author against copying. Literary, dramatic, musical and artistic works are included within the protection of the copyright law which in some instances also confers performing and recording rights. The copyright goes to the form of expression rather than the subject matter.

Note: copyrights are registered in the Copyright Office in the Library of Congress and the Patent Office has nothing whatever to do with copyrights. Information concerning copyrights may be obtained from Register of Copyrights, Library of Congress, Washington, DC 20540.

### **Licensing and Joint Ventures**

If you wish to market a patented invention or product in the United States, either under a joint-licensing agreement or some other arrangement, there are a number of firms specializing in patent and marketing services. The Canadian Consulate General in Detroit can help in choosing such firms.

### **The Canadian-American Commercial Arbitration Commission**

Reference to the above Commission is often made in standard commercial contracts between Canadian and American companies. In the event of disputes the Canadian firm simply refers to the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec, H2Z 1T2, and the American firm refers to the American Arbitration Commission, 140 West 51st Street, New York, NY 10020.

# V. CUSTOMS REGULATIONS AND DOCUMENTATION

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## Documentation

Canadian exports to the United States, including returned American merchandise, should be accompanied by Canada Customs export form B-13. Canada Customs normally requires three copies at the time of exportation, one of which is returned to the exporter. It should be noted that Canada Customs has a monthly summary reporting system available to large volume exporters. Further information on the summary reporting system as well as supplies of B-13 forms may be obtained from Canada Customs.

Generally, the only other documents required when shipping to the United States are a bill of lading or air waybill as well as a commercial invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible and *not* prepared in red ink.

*NOTE: It should be borne in mind that it is most important that Canadian exporters ensure that the documentation presented to U.S. customs is complete and accurate. This not only results in prompt customs clearance but also avoids possible costly penalties.*

## Bill of Lading or Air Waybill

Normally a bill of lading or air waybill for Canadian shipments is required by U.S. Customs authorities. In lieu of the bill of lading or air waybill, the shipping receipt may be accepted if U.S. Customs is satisfied that no bill of lading or air waybill has been issued. Entry and release of merchandise may be permitted without the bill of lading or air waybill if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. In certain circumstances, a carrier's certificate, duplicate bill of lading, or air waybill may be acceptable.

## Invoice

Although acceptable, U.S. Customs Special Invoice Form 5515 is no longer required. Instead, shipments should be accompanied at entry by a signed commercial invoice containing the necessary particulars (i.e., basically those that were previously required on U.S. Special Invoice Form 5515).

While only one copy is required by U.S. Customs, it is usual to forward three: one for the use of U.S. Customs when the goods are examined, one to accompany the entry and one for the U.S. custom house broker's file. District directors of U.S. Customs are authorized to waive production of a properly completed commercial invoice if satisfied that the importer, because of conditions beyond his control, cannot furnish a complete and accurate invoice; or that the examination of merchandise, final determination of duties and collection of statistics can properly be made without the production of such an invoice. In these cases, the importer must file the following documents:

- 1) any invoice or invoices received from the seller or shipper;
- 2) a statement pointing out in exact detail any inaccuracies, omissions or other defects in such invoice or invoices;
- 3) a properly executed pro forma invoice;
- 4) any other information required for classification or appraisement or for statistical purposes.

Special information with respect to certain classes of goods is sometimes required when the commercial invoice does not give sufficient information to permit classification and appraisal.

## Packing List

U.S. Customs authorities require three copies of a detailed packing list. This should indicate what is in each box, barrel or package in the shipment. If the shipment is uniformly packed, this can be stated on the invoice indicating how many items are in each container.

## Entry at Customs

Goods may be entered for consumption or entered for warehouse at the port of arrival in the United States,

or they may be transported in bond to another port of entry and entered there under the same conditions as the port of arrival.

For such transportation in bond to an interior port, arrangements must be made at the port of arrival by either the consignee, the carrier, the U.S. customhouse broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival. In this way he can remain in close touch with the broker and U.S. Customs at that port of entry. However, where the U.S. purchaser intends making his own entries, it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

## Who May Enter Goods

Goods may be entered by the consignee, his authorized regular employees, or his agent. The only persons who are authorized to act as agents for importers in customs matters are licensed U.S. customhouse brokers. They prepare and file the necessary customs entries, arrange for payments of duties and release of goods and otherwise represent their principals in customs matters.

Goods may be entered by the consignee named in the bill of lading under which they are shipped or by the holder of a bill of lading properly endorsed by the consignee. When the goods are consigned "to order," they may be entered by the holder of the bill of lading properly endorsed by the consignor. An air waybill may be used for merchandise arriving by air. In most instances, entry is made by a person or firm certified by the carrier to be the owner of the goods for customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

Entry of goods may be made by a non-resident individual or partnership, or a foreign corporation through an agent or representative of the exporter in the United States, a member of the partnership, or an officer of the corporation. The surety on any customs bond

required from a non-resident individual or organization must be incorporated in the United States. In addition a Canadian corporation in whose name merchandise is entered must have a resident agent authorized to accept service of process on its behalf in the state where the port of entry is located.

In general, to facilitate customs clearance it is advisable to contact a licensed U.S. customhouse broker who will outline the services he can provide, together with particulars on brokerage fees and other related matters.

## Payment of Duties

There is no provision for prepayment of duties in Canada before exportation to the United States but it is feasible for the Canadian exporter to arrange for payment by a U.S. customhouse broker or other agent and thus be able to offer his goods to U.S. buyers at a duty-paid price.

Liability for payment of duty usually becomes fixed at the time an entry for consumption or for warehouse is filed with U.S. Customs. The liability is fixed, but not the amount of duty, which is only estimated at the time of the original entry. When the entry is liquidated the final rate and amount of duty is ascertained. Obligation for payment is upon the person or firm in whose name the entry is filed.

## Postal Shipments

Parcels of aggregate value not exceeding five dollars (U.S.) may be admitted free of duty.

Commercial shipments valued at more than five dollars must include a commercial invoice and a customs declaration on the form provided by the Canadian Post Office and give an accurate description and value of the contents. The customs declaration must be securely attached to the package.

If the shipment comprises two or more packages, the one containing the commercial invoice should be marked "Invoice Enclosed"; other packages of the same shipment may be marked as "No. 2 of 3, Invoice Enclosed in Package No. 1."

A shipment under \$250 aggregate value will be delivered to the addressee. Duties and delivery fees

for each package are collected by the postman. Parcels containing bona fide gifts (excluding alcoholic beverages, tobacco products and perfumes) to persons in the United States will be passed free of duty provided the aggregate value received by one person on one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be marked as a gift, and the value and contents indicated on the parcel.

## Temporary Free Importation

Certain articles not imported for sale, or for sale on approval, may be admitted into the United States under bond without the payment of duty. Generally, the amount of the bond is double the estimated duties.

Such articles must in most cases be exported within one year from the date of importation. Upon application to the district or port director, this period may be extended for further periods which, when added to the initial one year, are not to exceed a total of three years.

Such articles may include the following:

- articles for repair, alterations or processing;
- models of women's wearing apparel by manufacturers;
- articles for use as models by illustrators and photographers solely for illustrating;
- samples for order-taking;
- articles for examination and reproduction (except photo-engraved printing plates for examination and reproduction);
- motion picture advertising films;
- articles for testing, experimental or review purposes (plans, specifications, drawings, blueprints, photographs for use in study or for experimental purposes may be included). In the case of such articles, satisfactory proof of destruction as a result of the tests, along with the production of a proper affidavit of destruction will relieve the obligation of exportation;

- automobiles, motorcycles, bicycles, airplanes, airships, balloons, boats, racing shells, similar vehicles and craft and related equipment by non-residents for taking part in races or other specific contests;
- locomotives and other railroad equipment for use in clearing obstructions, fighting fires, or making emergency railroad repairs in the United States;
- containers for compressed gases and other containers and articles for covering or holding merchandise during transportation and suitable for such re-use;
- professional equipment, tools of trade, repair components for equipment or tools admitted under this item, and camping equipment imported by or for non-residents sojourning temporarily in the United States and for use by such non-residents;
- articles of special design for temporary use exclusively in the production of articles for export;
- animals and poultry for breeding, exhibition, or competition for prizes;
- theatrical scenery, properties and apparel for use by arriving proprietors or managers of theatrical exhibitions;
- works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists arriving from abroad for use by them in exhibition and promotion of art, science or industry in the United States;
- automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway when intended solely for show purposes. The temporary importation bond in the case of these articles is limited to six months with no right of extension.

## Commercial Travellers — Samples

Certain goods accompanying a commercial traveller may be temporarily imported under bond (TIB). In such cases, an adequate descriptive list or a commercial invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. Customs supervision. Failure to export the samples or

otherwise comply with the conditions of temporary entry will result in penalty action being taken by U.S. Customs. *NOTE:* There is no provision for goods temporarily admitted under a TIB to be duty-paid in lieu of exportation.

## Duty on Containers

If used in shuttle service, the following types of containers may enter free of duty:

- (1) U.S. containers and holders (including shooks and staves of U.S. production) when returned as boxes or barrels containing merchandise;
- (2) foreign containers previously imported and duty paid if any;
- (3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are dutiable as part of the dutiable value of the goods.

## Marking of Goods

### **Country of Origin Marking**

Generally, all goods imported into the United States must be legibly and conspicuously marked in English to identify their country of origin to the ultimate purchaser in the United States.

The use of stickers or tags is permitted if used in such a manner as to be permanent, unless deliberately removed, until receipt by the ultimate purchaser.

Certain small instruments and utensils must be marked by die-stamping, cast-in-the-mould lettering, etching, engraving or by means of metal plates securely attached to the articles.

The U.S. Customs Service may exempt certain articles from this marking. In such cases, the container must be suitably marked.

### **Composition Marking**

Any product containing woollen fibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked: 1) to identify the manufacturer or the person marketing the product: 2) with a statement denoting in percentage terms the total fibre content of the product;

and 3) with the maximum percentage of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If not suitably marked, an opportunity to mark under U.S. Customs supervision may be granted.

When the fabric contained in any product is imported, it is necessary to state the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin and manufacturer's or marketer's name. In addition, where they are used or damaged; bleached, dyed or otherwise artificially coloured; or composed substantially of paws, tails, bellies or waste fur, they must be so marked.

### **Food Labelling**

All imported foods, beverages, drugs, medical devices and cosmetics are subject to inspection by the United States Food and Drug Administration (FDA) at the time of entry into the United States. The FDA is not authorized to approve or pass upon the legality of specific consignments before they arrive and are offered for entry into the United States. However, the FDA is always willing to offer comments on proposed labels or answer other enquiries from importers and exporters. Advice on prospective food labels may also be obtained from the U.S. Marketing Division, Department of External Affairs in Ottawa.

### **Import Prohibitions and Restrictions**

In addition to goods prohibited entry by most countries in the world (such as obscene, immoral or seditious literature, narcotics, counterfeit currency or coins) certain commercial goods are also prohibited or restricted. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act and importation of certain fur skins would be prohibited.

### **Animals**

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a veterinarian of the Canada Department of Agriculture to avoid delays in quarantine.

Wild animals and birds, are prohibited from importation into the United States if captured, taken, shipped, possessed or exported contrary to laws of the foreign country of origin. In addition, no such animal or bird may be taken, purchased, sold or possessed contrary to the laws of any state, territory or possession of the United States.

### **Plants and Plant Products**

The importation of plants and plant products is subject to regulations of the Department of Agriculture and may be restricted or prohibited. Plants and plant products include fruits, vegetables, plants, nursery stock, bulbs, roots, seeds, certain fibres including cotton and broomcorn, cut flowers, sugarcane, certain cereals, elm logs and elm lumber with bark attached. Import permits are required. Also, certain endangered species of plants may be prohibited or require permits or certificates.

### **Seeds**

The importation into the United States of agricultural and vegetable seeds and screenings is governed by the provisions of the Federal Seed Act of 1939 and regulations of the Agricultural Marketing Service, Department of Agriculture. Shipments are detained pending the drawing and testing of samples.

### **American Goods Returned**

U.S. products may be returned to the United States duty-free provided they have not been advanced in value or improved in condition while abroad.

Articles exported from the United States for repair or alterations abroad shall be subject to duty upon the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment which does not destroy the identity of the article exported or create a new or different article. Any article of metal (except precious metal) manufactured in the United States and exported for further processing and again returned to the United States for additional processing is subject to a duty upon the value of processing outside the United States.

The cost or value of U.S. origin component parts exported abroad ready for use only in the assembly of

foreign-produced goods subsequently imported into the U.S., may be deducted from the value for duty. This is, of course, provided the parts have not been subject to any further fabrication while abroad, except operations incidental to the assembly process such as cleaning, lubricating and painting.

Special U.S. Customs procedural requirements must be followed upon the exportation and return of American goods. Details may be obtained from United States Import Specialists at border points or from the U.S. Marketing Division, Department of External Affairs, Ottawa.

## Customs Entry Assistance

To facilitate access into the United States marketplace, a Canadian exporter should have information on customs documentation, tariff classification, rates of duty and value for duty. It is also advisable to examine the many other U.S. laws and regulations affecting imports such as those relating to food and drugs, consumer product safety, environmental protection, etc.

Such U.S. import information is readily available from:

U.S. Marketing Division (UTM)  
Department of External Affairs  
Lester B. Pearson Building  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2  
Tel: (613) 593-7484

The Division is constantly in contact with the U.S. Customs Service and other agencies on behalf of Canadian exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of U.S. tariffs and regulations related to access for imports of Canadian products into the United States marketplace.

The Division can also provide Canadian exporters with information and assistance regarding: labelling of food, drug, cosmetic and alcohol products; customs penalty assessments; customs valuation; consumer product safety standards; and other questions related to U.S. market access.

Accordingly, Canadian exporters of products destined for the United States, and particularly first time exporters or exporters of new products, are strongly urged to contact the U.S. Marketing Division, External Affairs, for assistance with their exports.

## U.S. Customs Tariff Classification, Internal Advice and Protests

The market access assistance which the U.S. Marketing Division offers includes obtaining an official tariff classification ruling on behalf of the Canadian exporter for merchandise to be imported into the United States ("Prospective" *Customs Transaction*). In addition, the Division can aid the exporter and his broker in applying for internal advice which is designed to settle significant disagreement arising between the importer and U.S. Customs authorities in connection with a shipment being cleared at a U.S. Customs port of entry ("Current" *Customs Transaction*). Further, the Division can help an exporter in the preparation of a protest to be filed against a U.S. Customs Service decision involving a liquidated entry ("Completed" *Customs Transaction*).

### Tariff Classification Ruling "Prospective" Customs Transaction

The U.S. Marketing Division can obtain an official binding tariff classification ruling from the U.S. Customs Service on behalf of a Canadian exporter for a "Prospective" *Customs Transaction* (i.e., a transaction which is not already pending before a Customs Service office by reason of arrival of the goods in the United States or the filing of related documentation at Customs for goods en route to the U.S. Such ruling is considered binding in as much as it will be honoured at all U.S. Customs field offices and thereby ensures that the Canadian exporter will receive uniformity in tariff treatment regardless of which U.S. Customs ports of entry are to be used.

To obtain such ruling, a written request containing the following information should be submitted to the U.S. Marketing Division.

- 1) a statement as to whether the same or an identical transaction is currently, or has ever been, considered

by the U.S. Customs Service or attendant court of law. Where such other transaction has taken place, particulars thereof should be provided;

- 2) a full and complete description of the goods.  
Generally, a sample and descriptive literature of the article in question should suffice. Where a sample is not practicable, a photograph, drawing or other illustrative representation of the article should be submitted. If return of a sample is desired, it should be requested indicating the desired means of return. (NOTE: A sample should only be submitted with the understanding that all or most of it *may* be damaged or consumed in the course of any examination, or analysis undertaken in connection with the ruling request);
- 3) an indication of the article's chief use in the United States;
- 4) the commercial, common or technical description of the article;
- 5) where a product is composed of two or more materials or ingredients, a percentage breakdown of (a) the cost of each component material or ingredient, at the point where only assembly or mixture into the finished product is required and, (b) their relative quantities by weight or volume, as appropriate;
- 6) textile materials and articles should be identified as in (5) above, and their description should also include the method of construction (such as knit or woven), the types of fibres present and, if wearing apparel, by whom it is designed to be worn (e.g., child, man, woman or unisex);
- 7) chemical products should be identified by their specifications and product formulation (i.e., ingredients listing in percentage terms by chemical names, not trade names). A sample should also be submitted for purposes of U.S. Customs laboratory analysis;
- 8) privileged or confidential information should be clearly identified as such and should be accompanied by an explanation of why that information should not be disclosed.

NOTE: FAILURE TO INCLUDE ALL THE APPROPRIATE ABOVE-LISTED INFORMATION IN THE

## REQUEST ONLY RESULTS IN DELAYS AND CONFUSION FOR THE EXPORTER.

### Internal Advice “Current” Customs Transactions

Significant disagreement with a U.S. Customs position in connection with a “*Current*” *Customs Transaction* (i.e. a transaction which is now before a U.S. Customs Service field office), should be resolved by filing a request for internal advice through the customs port where entry was made and before liquidation of the entry is effected. Internal advice can be requested by either the importer or his U.S. customhouse broker. The U.S. Customs Service will review the request and notify the importer of any points with which they do not agree.

The U.S. Marketing Division can provide valuable assistance and suggestions regarding points of law and previously established customs practice which may support the importer's request for internal advice.

To obtain such assistance, a written submission should be made to the U.S. Marketing Division containing:

- 1) full particulars relative to the transaction involved and generally following the outline for a tariff classification ruling — “*Prospective*” *Customs Transaction*.
- 2) copies of *all* documents and correspondence related to the entry of merchandise to which the request refers, including those issued by U.S. Customs.

If the importer is validly not in agreement with the resultant U.S. Customs Service decision on the internal advice request he may, “*after liquidation of the entry and within 90 days of that liquidation*,” file a protest in the matter at the U.S. Customs port of entry involved.

**NOTE:** The U.S. Customs Service field office may, at its discretion, refuse to consider a request for internal advice if in its opinion there is a clear and definitive customs precedent which supports its position. In such cases, the U.S. Marketing Division should be contacted for further guidance and assistance.

## Protest “Completed” Customs Transaction

A protest, which is a form of appeal, may be undertaken in connection with a “*Completed*” *Customs Transaction* (e.g. a transaction which has been liquidated by a U.S. Customs Service field office).

*NOTE: Protests must be filed at the U.S. Customs port of entry concerned within 90 days after the date of liquidation of the customs entry.*

The U.S. Marketing Division can assist the importer and his broker in preparing a protest by providing advice and suggestions on what information can be used to support the importer's case.

For such assistance to be effective, the Division must be furnished with all information regarding what has taken place. Such information should include the following:

- 1) all information listed in outline for tariff classification ruling — “*Prospective*” *Customs Transaction*;
- 2) a copy of the customs entry and invoice under protest;
- 3) a copy of all correspondence (no matter how trivial) between the importer, broker and the U.S. Customs authorities regarding the subject under protest; and
- 4) an estimate of (a) the volume of shipments that could be affected by the issue, (b) the value of such shipments, and (c) the potential duties involved.

## U.S. Anti-Dumping and Countervail Statutes

Due to the complexity of these statutes, exporters are encouraged to contact the U.S. Marketing Division of the Department of External Affairs for answers to any specific questions.

The U.S. Trade Agreements Act of 1979 was enacted into law on July 26, 1979, and encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo Round) of the General Agreement of Tariffs and Trade (GATT).

## **Anti-Dumping**

If a U.S. company has reason to believe that a product is being sold in the United States at a price lower than the price at which it is sold in its home market, an anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time frames:

- 1) Within 20 days of receipt of an anti-dumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which anti-dumping duties may be imposed, the proceeding is terminated. If the Secretary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is initiated.
- 2) Within 45 days from the date a petition was filed, the International Trade Commission (ITC) must determine if there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- 3) In general, within 160 days after the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries or merchandise subject to determination is ordered. As well, provisional duty in the form of a cash deposit or bond is required for the entry of the merchandise concerned equal to the estimated amount by which the foreign market value exceeds the United States price.
- 4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.
- 5) Following an affirmative preliminary decision of sales at less than fair value, the ITC must determine injury within 120 days of the preliminary determination. If the ITC rules that there has been

no injury, the case is closed; any cash deposited is refunded, and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will impose an anti-dumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.

- 6) An anti-dumping duty order is subject to automatic annual review, and requests for a review will be entertained at any time, provided changed circumstances warrant it.

### **Countervail**

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed on articles imported into the United States (whether or not they are subject to duty), if any bounty or grant has been made on their manufacture, production or export. However, all cases are subject to an injury determination by the ITC. The time frame for an investigation is similar to that of an anti-dumping investigation. The Secretary of Commerce's decision on the subsidy and the ITC's injury determination may be appealed to the U.S. Court of International Trade.

If any difficulties arise with reference to this statute, it is suggested that exporters contact the U.S. Marketing Division of the Department of External Affairs as soon as possible.

### **U.S. Exports to Canada**

Enquiries concerning the importation of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa, or the U.S. Consulates or Consulates-General in Vancouver, Calgary, Winnipeg, Toronto, Montreal, Quebec City, Saint John, Halifax or St. John's.

# VI. YOUR BUSINESS VISIT TO MICHIGAN AND INDIANA

There is no substitute for the personal visit. Correspondence, while better than nothing, does not excite the American businessman. In a few words, he wants to be shown.

## When to Go

The best time to visit Detroit and Indianapolis is during spring and fall. Avoid the Christmas-New Year Holiday period when most automotive offices are closed and the July-August vacation period.

## How to Get There

### Air

Direct Flights to Detroit can be taken from Vancouver (via United Airlines), from Winnipeg (via North Western Airlines), from Toronto (via Republic Airlines) and from Montreal (via Sabina and Republic Airlines). Air Canada does not fly to Detroit but does have a number of daily flights to Windsor from various Canadian cities.

### Railways

Via Rail offers passenger service from Montreal and Toronto to Windsor, Ontario.

### Buses

Greyhound Bus Lines maintains routes to the major cities in Michigan and Indiana.

## Where to Stay

The Canadian Consulate General will be pleased to suggest suitable hotels or motels in the territory. Please refer to chapter VII, Useful Addresses, for the names and addresses of some of the better-known hotels and motels.

## Routing of Business Calls

At least half of Michigan's buying locations are outside the greater Detroit area and buyers welcome Canadian callers. Business calls in Michigan are generally made along the following three routes with kilometres and miles from Detroit indicated.

| MICHIGAN      |  | Kilometres<br>from<br>Detroit | Miles<br>from<br>Detroit |
|---------------|--|-------------------------------|--------------------------|
| I-94          |  |                               |                          |
| Ann Arbor     |  | 64                            | 40                       |
| Jackson       |  | 122                           | 76                       |
| Battle Creek  |  | 190                           | 118                      |
| Kalamazoo     |  | 225                           | 140                      |
| Benton Harbor |  | 298                           | 185                      |
| Chicago, Ill. |  | 462                           | 287                      |
| I-96          |  | Kilometres<br>from<br>Detroit | Miles<br>from<br>Detroit |
| Lansing       |  | 134                           | 83                       |
| Grand Rapids  |  | 251                           | 156                      |
| Muskegon      |  | 301                           | 187                      |
| MICHIGAN      |  | Kilometres<br>from<br>Detroit | Miles<br>from<br>Detroit |
| I-75          |  |                               |                          |
| Pontiac       |  | 53                            | 33                       |
| Flint         |  | 111                           | 69                       |
| Saginaw       |  | 159                           | 99                       |
| Bay City      |  | 182                           | 113                      |
| Toledo, Ohio  |  | 97                            | 60                       |
| INDIANA       |  | Kilometres<br>from<br>Detroit | Miles<br>from<br>Detroit |
| Fort Wayne    |  | 254                           | 158                      |
| South Bend    |  | 386                           | 240                      |
| Elkhart       |  | 362                           | 225                      |
| Indianapolis  |  | 444                           | 276                      |

# VII. USEFUL ADDRESSES

**Canadian Consulate General**  
1920 First Federal Building  
1001 Woodward Avenue  
Detroit, MI 48226-1966  
Tel: (313) 965-2811  
Telex: 23-0715  
(DOMCAN DET)

**Canadian Defence Production Liaison Office**  
U.S. Army Tank Automotive Command CDDPL-DT  
Building 231, Room 120  
Warren, MI 48090  
Tel: (313) 574-5233

## U.S. Banks with International Departments

### Michigan

**Comerica**  
211 West Fort Street  
Detroit, MI 48231  
Tel: (313) 222-3300

**First of America Bank of Detroit**  
645 Griswold  
Penobscott Building  
Detroit, MI 48226  
Tel: (313) 965-1900

**Manufacturers National Bank of Detroit**  
100 Renaissance Center  
Detroit, MI 48243  
Tel: (313) 222-4000

**National Bank of Detroit**  
611 Woodward Avenue  
Detroit, MI 48232  
Tel: (313) 225-1000

### Indiana

**American Fletcher National Bank & Trust Company**  
101 Monument Circle  
Indianapolis, IN 46277  
Tel: (317) 639-7940

**Indiana National Bank**  
1 Indiana Square  
Indianapolis, IN 46266  
Tel: (317) 266-5111

**Merchant's National Bank**  
1 Merchant's Plaza  
Suite 210E  
Indianapolis, IN 46255  
Tel: (317) 267-7829

## Toledo, Ohio

### Toledo Trust Company

245 Summit  
Toledo, OH 43603  
Tel: (419) 259-8150

### First National Bank of Toledo

606 Madison Avenue  
Toledo, OH 43604  
Tel: (419) 259-6895

Note: All the above banks have regular business relations with at least one Canadian bank.

## Customs Brokers

### Michigan

Altromsco Customs  
Brokers  
4461 West Jefferson,  
Detroit

Tel: (313) 554-0200

A. F. Burstrom & Son  
Inc.  
15400 West Lincoln,  
Oak Park

Tel: (313) 399-5820

John V. Carr & Son Inc.  
1600 West Lafayette,  
Detroit

Tel: (313) 965-1540

F. X. Couglin Company  
27050 Wick, Taylor

Tel: (313) 946-9510

Dorf International Inc.  
1241 First National  
Building, Detroit

Tel: (313) 961-6524

Duty Drawback Services  
Inc.  
42400 9 Mile Road, Novi

Tel: (313) 348-7520

Export-Import Service Co. Inc.  
28265 Beverly, Romulus

Tel: (313) 292-3440

W. R. Filbin & Co. Inc.  
2436 Bagley, Detroit

Tel: (313) 964-1144

I.C. Harris & Co.  
660 Woodward, Detroit

Tel: (313) 961-4130

V. G. Nahrgang Co.  
155 West Congress,  
Detroit

Tel: (313) 962-4681

C. J. Tower & Sons Inc.  
645 Griswold, Detroit

Tel: (313) 961-7121

S. J. Watt  
20528 Woodland  
Harper Woods

Tel: (313) 881-7840

W. F. Whelan Co.  
28601 Hilderbrandt,  
Romulus

Tel: (313) 946-5112

## **Indiana**

Kenneth Williams &  
Assoc.  
P.O. Box 51607,  
Indianapolis  
International Airport  
Tel: (317) 243-7577

Quast & Col., Inc.  
P.O. Box 51594,  
Indianapolis  
International Airport  
Tel: (317) 243-8361

## **Toledo, Ohio**

Seaway Forwarding Corp.  
National Bank Building  
714 Washington  
Toledo, Ohio  
Tel: (419) 242-7318

Trans-World Shipping  
Service  
30 S. Huron, P.O. Box 795  
Toledo, Ohio  
(419) 243-7227

## **Bonded Warehouses**

### **Michigan**

Ammex Warehouse Co.  
Inc.  
Suite 2205  
100 Renaissance Centre  
Detroit, Michigan  
Tel: (313) 259-1570

Central Detroit  
Warehouse  
18765 Seaway Drive  
Melvindale, Michigan  
Tel: (313) 388-3200

Corrigan Moving Systems  
2000 Westwood  
Dearborn, Michigan  
Tel: (313) 274-4100

F.X. Couglin Co.  
27050 Wick Road  
Taylor, Michigan  
Tel: (313) 946-9510

Detroit Marine Terminals  
Inc.  
9401 West Jefferson  
Avenue  
Detroit, Michigan  
Tel: (313) 843-7575

Frisbie Moving & Storage  
Co.  
14225 Schaefer  
Detroit, Michigan  
Tel: (313) 554-2600

Grand Trunk Warehouse  
& Cold Storage Co.  
1921 East Ferry  
Detroit, Michigan  
Tel: (313) 924-2700

International Great Lakes  
Shipping  
4461 West Jefferson  
Avenue  
Detroit, Michigan  
Tel: (313) 554-2600

Michigan Liquor Control  
Commission  
2251 Dix Highway  
Lincoln Park, Michigan  
Tel: (313) 383-4000

Palmer Moving & Storage  
Co.  
4141 Schaefer Road  
Dearborn, Michigan  
Tel: (313) 582-8100

Riverside Storage &  
Cartage Co.  
547 Cass Avenue  
Detroit, Michigan  
Tel: (313) 961-0606

U.S. Equipment Co.  
20580 Hoover  
Detroit, Michigan  
Tel: (313) 526-8300

Viviana Wine Importers  
Inc.  
15100 Second Boulevard  
Highland Park, Michigan  
Tel: (313) 883-1600

Walker International  
1901 West Lafayette  
Detroit, Michigan  
Tel: (313) 496-1171

Wolverine Storage  
38160 Amrhein  
Livonia, Michigan  
Tel: (313) 537-8850

**Toledo, Ohio**

|                                 |                                     |
|---------------------------------|-------------------------------------|
| Great Lakes Cold Storage<br>Co. | Toledo World<br>Industries Inc.     |
| 355 Morris<br>Toledo, Ohio      | 3332 Saint Lawrence<br>Toledo, Ohio |
| Tel: (419) 241-4231             | Tel: (419) 698-8026                 |

NOTE: This is not a complete list of all warehouses  
in Detroit or the territory serviced by the  
Detroit Post. It is suggested that commercial  
shippers discuss with their Customs brokers  
those warehouses that will best suit their  
needs.

## Hotels

### Michigan

Book Cadillac Hotel  
Washington Boulevard  
and Michigan Avenue  
Detroit, MI 48226  
Tel: (313) 256-8000

Hyatt Regency Dearborn  
Fairlane Town Centre  
Dearborn, MI 48124  
Tel: (313) 593-1234

Northfield Hilton Inn  
5500 Crooks Road  
Troy, Michigan  
Tel: (313) 879-2100

Pontchartrain Hotel  
2 Washington Boulevard  
Detroit, Michigan  
Tel: (313) 965-0200

Troy Hilton  
1455 Stephenson Highway  
Troy, Michigan  
Tel: (313) 583-9000

Westin Hotel  
Renaissance Center  
Detroit, Michigan  
Tel: (313) 568-8000

### **Windsor, Ontario**

Richelieu Inn  
430 Ouellette Avenue  
Windsor, Ontario  
Tel: (519) 253-7281

Hilton International  
277 Riverside Drive West  
Windsor, Ontario  
N9A 5K5  
Tel: (519) 973-5555

Holiday Inn  
480 Riverside Drive West  
Windsor, Ontario  
Tel: (519) 253-4411

The major hotel chains are well represented in Toledo and in other major centres in Michigan and Indiana.

### **Regional Offices in Canada**

If you have not previously marketed abroad, contact any Regional Office of the Department of Regional Industrial Expansion at the addresses listed below.

#### **British Columbia**

Department of Regional Industrial Expansion  
Bentall Centre, Tower IV  
Suite 1101  
1055 Dunsmuir Street  
P.O. Box 49178  
Vancouver, British Columbia  
V7X 1K8

Telephone: (604) 661-1434  
Telex: 04-51191  
Facsimile: (604) 666-8330

#### **Alberta**

Department of Regional Industrial Expansion  
The Cornerpoint Building, Suite 505  
10179 - 105th Street  
Edmonton, Alberta  
T5J 3S3

Telephone: (403) 420-2944  
Telex: 037-2762  
Facsimile: (403) 420-2942

**Saskatchewan**

Department of Regional Industrial  
Expansion  
Bessborough Tower — Suite 814  
601 Spadina Crescent East  
Saskatoon, Saskatchewan  
S7K 3G8

Telephone: (306) 665-4400

Telex: 074-2742

Facsimile: (306) 665-4399

**Manitoba**

Department of Regional Industrial  
Expansion  
3 Lakeview Square — 4th Floor  
185 Carlton Street  
Winnipeg, Manitoba  
R3C 2V2

Telephone: (204) 949-4090

Telex: 075-7624

Facsimile: (204) 949-2187

**Ontario**

Department of Regional Industrial  
Expansion  
1 First Canadian Place  
Suite 4840  
P.O. Box 98  
Toronto, Ontario  
M5X 1B1

Telephone: (416) 365-3737

Telex: 065-24378

Facsimile: (416) 366-9082

**Québec**

Department of Regional Industrial  
Expansion  
Stock Exchange Tower  
800 Victoria Square  
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## VIII. STATISTICS

### Canadian Exports to Michigan and Indiana, 1983

Cdn. \$ millions

|   | MICHIGAN | INDIANA | TOTAL    |
|---|----------|---------|----------|
| Live animals                              | 32.0     | 3.5     | 35.5     |
| Food, feed,<br>beverages and<br>tobacco   | 264.4    | 22.8    | 287.2    |
| Crude materials,<br>inedible              | 562.8    | 310.1   | 872.9    |
| Fabricated<br>materials,<br>inedible      | 1,960.9  | 519.9   | 2,480.8  |
| End products, inedible                    |          |         |          |
| Industrial<br>machinery                   | 176.5    | 43.2    | 219.7    |
| Agricultural<br>machinery and<br>tractors | 13.7     | 12.0    | 25.7     |
| Transportation<br>equipment               | 13,899.9 | 145.7   | 14,045.6 |
| Other equipment<br>and tools              | 159.7    | 47.8    | 207.5    |
| Personal and<br>household<br>goods        | 24.5     | 2.4     | 26.9     |
| Miscellaneous<br>end products             | 42.2     | 13.0    | 55.2     |
| Total                                     | 14,316.5 | 264.1   | 14,580.6 |
| Special<br>transactions,<br>trade         | 12.6     | 2.6     | 15.2     |
| Total domestic<br>exports                 | 17,149.2 | 1,123.0 | 18,272.2 |

## Main Canadian Exports to the States of Michigan and Indiana in 1983

Cdn. \$ millions

### MICHIGAN

|                                     |         |
|-------------------------------------|---------|
| Whisky                              | 126.1   |
| Crude petroleum                     | 83.1    |
| Natural gas                         | 356.3   |
| Lumber, softwood                    | 127.3   |
| Wood pulp and similar pulp          | 138.1   |
| Newspaper paper                     | 174.0   |
| Organic chemicals                   | 90.2    |
| Petroleum and coal products         | 479.5   |
| Castings and forgings steel         | 60.5    |
| Bars and rods, steel                | 99.2    |
| Plate, sheet and strip, steel       | 164.6   |
| Other iron and steel and alloys     | 67.8    |
| Metal fabricated basic products     | 87.1    |
| Passenger automobiles and chassis   | 7,621.1 |
| Trucks, truck tractors and chassis  | 3,092.4 |
| Motor vehicle engines and parts     | 1,229.8 |
| Motor vehicle parts, except engines | 1,898.6 |

### INDIANA

|                                     |       |
|-------------------------------------|-------|
| Iron ores and concentrates          | 41.1  |
| Crude petroleum                     | 245.9 |
| Lumber, softwood                    | 74.4  |
| Newspaper paper                     | 74.5  |
| Motor vehicle parts, except engines | 119.1 |
| Petroleum and coal products         | 48.1  |
| Primary iron and steel              | 48.9  |
| Zinc, including alloys              | 57.4  |

## Notes

## Notes

## Notes

## Notes

## Notes

Lake Superior

## Minnesota

Duluth

Sault Ste. Marie

Marquette

Iron Mountain

## Wisconsin

Minneapolis

St. Paul

Menominee

Iron

Lake Huron

## Michigan

Madison

Milwaukee

## Michigan and Indiana

Scale 250 km

Major Roads

Major City

City

State Boundaries

Saginaw

Grand Rapids

Flint

Detroit

Ann Arbor

South Bend

Chicago

Fort Wayne

Indiana

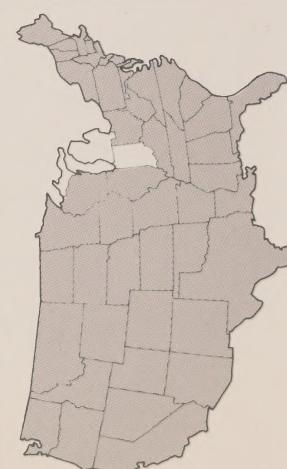
Ohio

Cleveland

Lake Erie

Lake Ontario

## Illinois



## Indiana

Indianapolis

Cincinnati

Ohio

Evansville

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Canada